

Comparisons of Job Characteristics

Focus Occupation: [Buyers and Purchasing Agents, Farm Products \(13-1021\)](#)

Associated Occupation: [Wholesale and Retail Buyers, Except Farm Products \(13-1022\)](#)

[Compare Knowledge](#)

[Compare Skills](#)

[Compare Abilities](#)

[Compare Detailed Work Activities](#)

[Compare Tools and Technologies](#)

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

Knowledge

Similarity of Focus Occupation to Associated Occupation: 77

Focus Occupation: Buyers and Purchasing Agents, Farm Products (13-1021)

Associated Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Customer and Personal Service	11.3	16.6	14.6	<	Expanded education and/or training may be required
Administration and Management	8.4	14.3	11.6	<	Expanded education and/or training may be required
Sales and Marketing	5.2	13.6	12.0	<	Expanded education and/or training may be required
Production and Processing	6.0	13.5	11.7	<	Expanded education and/or training may be required
Economics and Accounting	4.4	12.2	10.1	<	Expanded education and/or training may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Skills

Similarity of Focus Occupation to Associated Occupation: 92

Focus Occupation: Buyers and Purchasing Agents, Farm Products (13-1021)

Associated Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Persuasion	7.4	12.8	11.2	<	A higher skill level may be required
Negotiation	6.8	12.5	10.1	<	A higher skill level may be required
Mathematics	6.2	10.1	7.3	<<	Extensive development of skills in this area may be required
Management of Financial Resources	3.3	9.3	7.7	<	A higher skill level may be required
Management of Material Resources	3.7	7.9	7.5	0	Current skill level may be sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Abilities		Similarity of Focus Occupation to Associated Occupation: 97			
Focus Occupation: Buyers and Purchasing Agents, Farm Products (13-1021) Associated Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)					
Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Speech Recognition	9.9	11.6	10.0	<	Some improvement in abilities may be required
Mathematical Reasoning	6.3	11.1	8.4	<<	Extensive improvement in abilities may be required
Category Flexibility	9.0	10.6	9.3	<	Some improvement in abilities may be required
Number Facility	6.3	9.6	8.6	<	Some improvement in abilities may be required
Fluency of Ideas	7.6	9.1	8.5	0	Current ability level may be sufficient
Originality	7.6	9.1	8.1	<	Some improvement in abilities may be required
Visual Color Discrimination	6.4	8.3	6.2	<<	Extensive improvement in abilities may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common		Similarity of Focus Occupation to Associated Occupation: 81
Focus Occupation: Buyers and Purchasing Agents, Farm Products (13-1021) Associated Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)		
Work Activities	Exclusivity of Activity	
Compute financial data	53	
Develop budgets	56	
Direct and coordinate activities of workers or staff	3	
Inspect merchandise to determine value	87	
Locate sources of supply for purchasing	89	
Maintain records, reports, or files	5	
Make presentations	13	
Negotiate business contracts	60	
Obtain information from individuals	24	
Use computers to enter, access or retrieve data	3	
Use interpersonal communication techniques	10	
Use knowledge of written communication in sales work	69	
Use spreadsheet software	18	

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Tools and Technologies that Both Occupations Have in Common

Similarity of Focus
Occupation to Associated
Occupation: 81

Focus Occupation: Buyers and Purchasing Agents, Farm Products (13-1021)

Associated Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)

Tools and Technologies	Exclusivity
Business function specific software	1
Calculating machines and accessories	3
Computers	1
Content authoring and editing software	1
Data management and query software	1
Finance accounting and enterprise resource planning ERP software	2
Information exchange software	1
Network applications software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.